

From: "Adams, Ben C." <badams@bakerdonelson.com>
To: "William Gibbons (wgibbons)" <wgibbons@memphis.edu>
"Adams, Ben C." <badams@bakerdonelson.com>
CC: "Linda Russell" <lrussell@memphiscrime.org>
"Linda Russell \lrussell8\" <lrussell8@memphis.edu>
Date: 8/8/2017 12:24:31 PM
Subject: RE: Fundraising

see below

From: William Gibbons (wgibbons) [mailto:wgibbons@memphis.edu]
Sent: Tuesday, August 08, 2017 10:11 AM
To: Adams, Ben C.
Cc: Linda Russell; Linda Russell (lrussell8)
Subject: Fundraising

Ben,

Here's kind of a recap on where I think we are:

FOLLOW UP CONTACTS.

The following are people we contacted by letter, with a follow up by you, who have not yet responded with a 2017 contribution:

Kevin Clarkson (CB Richard Ellis) - last contribution \$1500 in 2015-[No response](#)
John Dicken (Dicken Commodities) - last contribution \$5000 in 2016-[will give again](#)
John Alexander (Hunter Fan) - last contribution \$1500 in 2013-[no response](#)
Michael Ugwueke (Methodist) - last unearmarked contribution \$5000 in 2016-[no response](#)
Charles Smith (National Guard Products) - last contribution \$2500 in 2016-[sending 1000 shortly](#)
Frank Ricks (LRK) - last contribution \$1000 in 2015-[no response](#)
Neely Mallory (Mallory Alexander) - last contribution \$2500 in 2015-[no response](#)
Dow McVean (McVean Trading) - last contribution \$1000 in 2015-[declined](#)
Daniel Weickenand (Orion Federal Credit) - last contribution \$2500 in 2015-[check in process](#)
Richard Shadyac (ALSAC) - no history of contributing-[declined](#)
Dr. James Downing (St. Jude) - last contribution \$2500 in 2015-[declined](#)
Paul Boyle (Boyle Investment) - last contribution \$1000 in 2013-[no response](#)
Sam Graham (Diversified Trust) -last contribution \$1000 in 2013-[no response](#)
Darren Metz (NovaCopy) - last contribution \$1000 in 2016-[no response](#)
Reginald Coopwood (Regional One Health) - Last contribution \$2500 in 2016-[no response](#)
Henry Turley (Henry Turley Company) - last contribution \$500 in 2013-[declined](#)
Alan Barnhart (Barnhart Crane and Rigging) - last contribution \$1000 in 2014-[no response](#)
John Cowart (Woodson and Bozeman) - last contribution \$2500 in 2016- [no response but his was October 2016.](#)

The following are people we contacted by letter, with a follow up by me, who have not yet responded with a 2017 contribution:

James Barnes (Georgia Pacific) - last contribution \$1000 in 2016

Pierce Ledbetter (LEDIC) - last contribution \$2500 in 2013 (Linda has been trying for months to get him to sponsor an event for us. She will keep trying.)

Melanie Blakeney (MAAR) - last contribution \$2500 in 2016

Craig Weiss - no history of contributing (Linda trying to also tie him down to an event.)

Here's my suggestion: for those who have a history of contributing, I send them a follow up letter enclosing my column in The CA, thanking them for their past support, and expressing hope that they can help us going forward. Then, we follow up one more time with personal contacts. Does that sound OK ?

[YES on all with no response](#)

SPECIAL SITUATIONS.

How did we leave things with Edward Dobbs ? Do we leave that alone for now? [send him letter too-he agreed to give](#)

Southeastern Asset Management (Steve Fracchia) gave \$25,000 in October of 2016 (technically this fiscal year). Do we hold off for now ? (Obviously, we need them to keep contributing at that level.) Suggestion: I send Steve a letter with the column as noted above but with no reference right now to continued help, then we follow up in September. OK? [I would send letter to Steve now and get the money whenever it comes and remind him of Board spot.](#)

Do we do anything about Duncan Williams ? [He declined](#)

What about Brad Martin ? [I can try again to schedule.](#)

OTHER NEW POSSIBILITIES.

Do you know Kathy Buckman Gibson at Buckman International ? What about Rick Fogelman at Fogelman Management ?

Neither has contributed in the past. Unless you have reason not to, I suggest we send them our standard joint letter, then follow up. (I will be glad to do that since I know them both.) [Fine. Thanks](#)

Let me know your thoughts.

Bill Gibbons
Executive Director
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